

SEPTEMBER DELIVERY  
SALEM TEAR TAPE  
DONAHUE TOBACCO CO.

## September Drive Period 709 / Promotion #701497

**PROMOTION DESCRIPTION:** EACH DISPLAY CONTAINS 40 .30¢ OFF PER PACK OFFERS (4 CARTONS). PACK AND SHIP ONE (1) DISPLAY, ALONG WITH ANY ADDITIONAL PRODUCT REQUIRED, AS INDICATED ON THE ATTACHED CUSTOMER LIST.

**DISPLAY LOAD (4 CARTONS):**

1 CARTON EACH:

SALEM FULL FLAVOR  
SALEM LIGHT  
SALEM FULL FLAVOR 100  
SALEM LIGHT 100

RETAILER NEEDS TO MAINTAIN SALEM 40-PACK DISPLAY FOR OCTOBER DRIVE PERIOD  
(INCLUDE A COPY OF THE ENCLOSED 'RETAILER LETTER'  
IN EACH DISPLAY SHIPPED TO RETAIL)

PO #090297

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	1
12300-24196	Light	1
12300-24195	Full Flavor 100	1
12300-24197	Light 100	1

*Refused  
Shipment*

Product / Premium Arrival: September 2, 1997  
Ship Date to Retail: Week of: September 8, 1997

EFT \$ Amount: \$1,438.48  
Non-EFT \$ Amount: \$N/A

R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ / PACK PAYMENT TO  
RETAILERS AT STORE LEVEL.

SEPTEMBER DELIVERY

51845 7769

OCTOBER DELIVERY  
SALEM TEAR TAPE  
DONAHUE TOBACCO CO.

**October Drive Period 709 / Promotion #701497**

**PROMOTION DESCRIPTION: UTILIZE THE SEPTEMBER CUSTOMER LIST TO SHIP THE APPROPRIATE NUMBER OF SALEM \$3.00 OFF / CARTONS PER BRAND STYLE AS INDICATED. RETAILER WILL LOAD PRODUCT INTO THE 4-CARTON DISPLAY WHICH WAS SHIPPED WITH SEPTEMBER DRIVE PERIOD.**

**PO #100697**

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	1
12300-24196	Light	1
12300-24195	Full Flavor 100	1
12300-24197	Light 100	1

Product Arrival:

October 6, 1997

**(No Displays will be shipped)**

Ship Date to Retail:

Week of: October 13, 1997

EFT \$ Amount:

\$1,438.48

Non-EFT \$ Amount:

\$N/A

**R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ / PACK PAYMENT TO RETAILERS AT STORE LEVEL.**

OCTOBER DELIVERY

*Refused  
Shipment*

51845 7770

## GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

09/22/97

ACCOUNT NUMBER: 160600  
VOUCHER NUMBER: 15370909  
DATE WRITTEN: 09/22/97  
STATUS: PAID  
AMOUNT PAID: 28.00

DONOHUE CANDY & TOB.  
114 MIDDLE AVE  
SARATOGA SPRINGS , NY 128  
SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	2.00	28.00

EXPLANATION: SALEM TEAR TAPE #701497: SEPTEMBER/OCTOBER/SR 162302

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